

THE NATIONAL PETROLEUM MANAGEMENT ASSOCIATION



Headquarters Washington, DC www.npma-fuelnet.org



Overview

- → Who We Are
- Objectives
- → What We Do
- Opportunities For Improvement
- **→ Focus on ROMEO**
 - Revenue
 - Outgoing
 - Membership
 - Education
 - Operations
- → Where to Start
- **→ NPMA News**
- **→** Summary



Who We Are

- Non-Profit educational and professional 'service oriented' society
- An organization at the forefront of efforts and issues aimed at providing professional status for qualified fuel handlers
- Collectors, interpreters, and disseminators of information relating to safe, efficient and cost effective petroleum operations and maintenance support
- An organization committed to operational excellence in fuel handling
- An association which encourages industry government dialogue to support its mission and achieve its objectives



Objectives

- To advance knowledge of the science of petroleum operations
- To adopt best practices and exploit cutting edge technology
- To foster favorable relations among petroleum organizations
- → To develop a spirit of cooperation and mutual understanding
- To promote the highest degree of operational excellence



What We Do

- Promote safety in all aspects of fuel handling and maintenance operations
- Support, endorse, and encourage participation in programs designed to promote organizational excellence in fuel handling
- Provide a professional workforce through training and certification
- Provide career counseling and on-line job search and placement
- Recognize and reward individuals for outstanding contributions



Opportunities For Improvement

- → The Vision of NPMA Has Not Evolved
- Military and Commercial Petroleum Industries Need A Champion
- → Lots Of POL Experts—Efforts Are Not Organized
- → POL Standards Are Too Vague
- → Technical Competence On The Decline



Focus On ROMEO

- → NPMA Is Positioned to Be the One-Stop Shop for the POL Industry—How??
- → Focus on ROMEO
 - Revenue—become financially stable
 - Outgoing—aggressively interact with both industries
 - Membership—emphasis on benefits and active interaction and commitment
 - Education—training, certification and mentorship
 - Operations—become more effective and efficient



Focus On ROMEO REVENUE

- → Register to do business with the DoD
- → Establish a GSA contract
- → Offer consulting services—Internationally
- + Establish the Petroleum Institute
 - Provide training—operation, maintenance, design and construction
 - Provide certification for different levels—Operator to Manager
 - **⇒** Become Industry Mentors
- → Conduct Trade Shows on a specific schedule
- Establish Partnerships with other organizations
- → Keep better track of membership dues
- Marketing fees from private sector
- → We need a committee to execute/manage



Focus On ROMEO OUTGOING

- Outgoing—aggressively interact with industry
- Be involved with established organizations
- Become the POL facilitator for the AFPET, NAVPET, APO
- Produce periodicals (newsletter or magazine)
- We need a committee to execute/manage



Focus On ROMEO MEMBERSHIP

- → Membership—benefits, interaction and commitment
- Improve benefits for corporate and individual members
- → Restructure membership categories
- Meet with general members and corporate members separately—annually
- → Must do what we say
- → We need a committee to execute/manage



Focus On ROMEO EDUCATION

- → Education—training and mentorship
- **→ Establish Training Programs**
 - Partner with existing programs
 - Generate an in-house capability within NPMA corporate members
 - We need to educate Managers, Engineers, Operators —internationally
- **→ Establish Certification Program**
 - Become the industry Stewarts for Certification
- **→Establish Mentorship Program**



Focus On ROMEO OPERATIONS

- → Operations (NPMA)—become more effective and efficient
- → We need resources
- → We need committees
- → Update and go by the NPMA By-Laws
- Develop a Strategic Plan for evolution
 - Goals
 - Timelines
 - Budget requirements
- Market to gain buy-in from both industries
 - Recognize NPMA as industry leaders
 - We can help reduce costs, improve operations and safety
 - Become the facilitator for better design and construction of fuel systems
- Pool hundreds of years in POL experience into one-voice



Focus On ROMEO WHERE TO START

- → Update NPMA By-Laws
- **→ Establish Committees**
 - Executive
 - **⇒** Finance
 - Marketing
 - Program Development
 - **⇒** Trade Show
 - Membership
- → Develop a Strategic Plan (1, 5 and 10-year plan)
- → Develop a NPMA Budget forecast
- Develop a plan to Market both industries to gain their by-in
- Identify what type of resources are available to NPMA



NPMA NEWS

→ PETRO 2005

- **⇒** Scheduled for 17 20 October 2005
- San Antonio, Texas, Henry B Gonzales Center
- Over 200 Vendors
- Training Seminars
- **⇒ Joint POL System Design & Construction Panel**
- **⇒** Job Fare Seminar
- **⇒** Awards Banquet
- General Membership Meeting
- **Old Timers Reunion**
- Social Events For Spouses Of Attendees
- **⇒** Registration Opens 8 November 2004



NPMA NEWS

- Elected New President
 - Dave Eklund
- Appointed New Vice President
 - **Alan Reynolds**
- Restructuring Individual and Corporate Membership Categories and Benefits
- → Need Inputs for NPMA News Letter
- → Looking for Companies who are willing to Share Resources



NPMA NEWS

→ Current Organizational Structure

- Chairmen, Board of Directors: Gomer Custer
- President: Dave Eklund
- **⇒Vice President: Alan Reynolds**
- Director Of Marketing: Ruth Lavin
- Administrative Specialist: Erin Carvolas



SUMMARY

- → We need to Act Now
- + In order to succeed we have to
 - Create A Steady Stream of <u>Revenue</u>
 - Be More <u>Outgoing</u>
 - Strengthen Our <u>Membership</u>
 - Create Opportunities For Better <u>Education</u> For Both Industries
 - Improve Our <u>Operations</u>
- → PETRO 2005 -- Be There!
- → The Ultimate Key To Our Success Is Getting Committed Resources To Pull All This Together

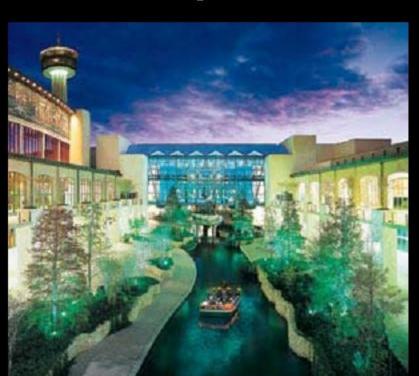


Do We Have Any Volunteers?



PETRO 200

Henry B Gonzalez Con



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October 17 -

2005 Visit booth 516 to find out





Quality is not expensive... It's Priceless

